

Marine Corps Tactics & Operations Group

Contract

Pre-Solicitation Conferences



23 Aug 2011



Marine Corps Systems Command (MARCORSYSCOM)

Program Manager for Training Systems (PMTRASYS)

Mission:

To improve the Warfighting effectiveness of the MAGTF and globally deployed Maritime Expeditionary Forces by providing training support and developing and sustaining training systems and devices.

Vision:

We are the recognized leader in providing training solutions to develop and enhance the performance of Marines.



U.S. Marine Corps Program Management for Training Systems (PMTRASYS) ORLANDO, FLORIDA

U.S. Army

U.S. Navy
& U.S. Coast
Guard

U.S. Air Force

Research Parkway

U.S. Army

USMC PMTRASYS



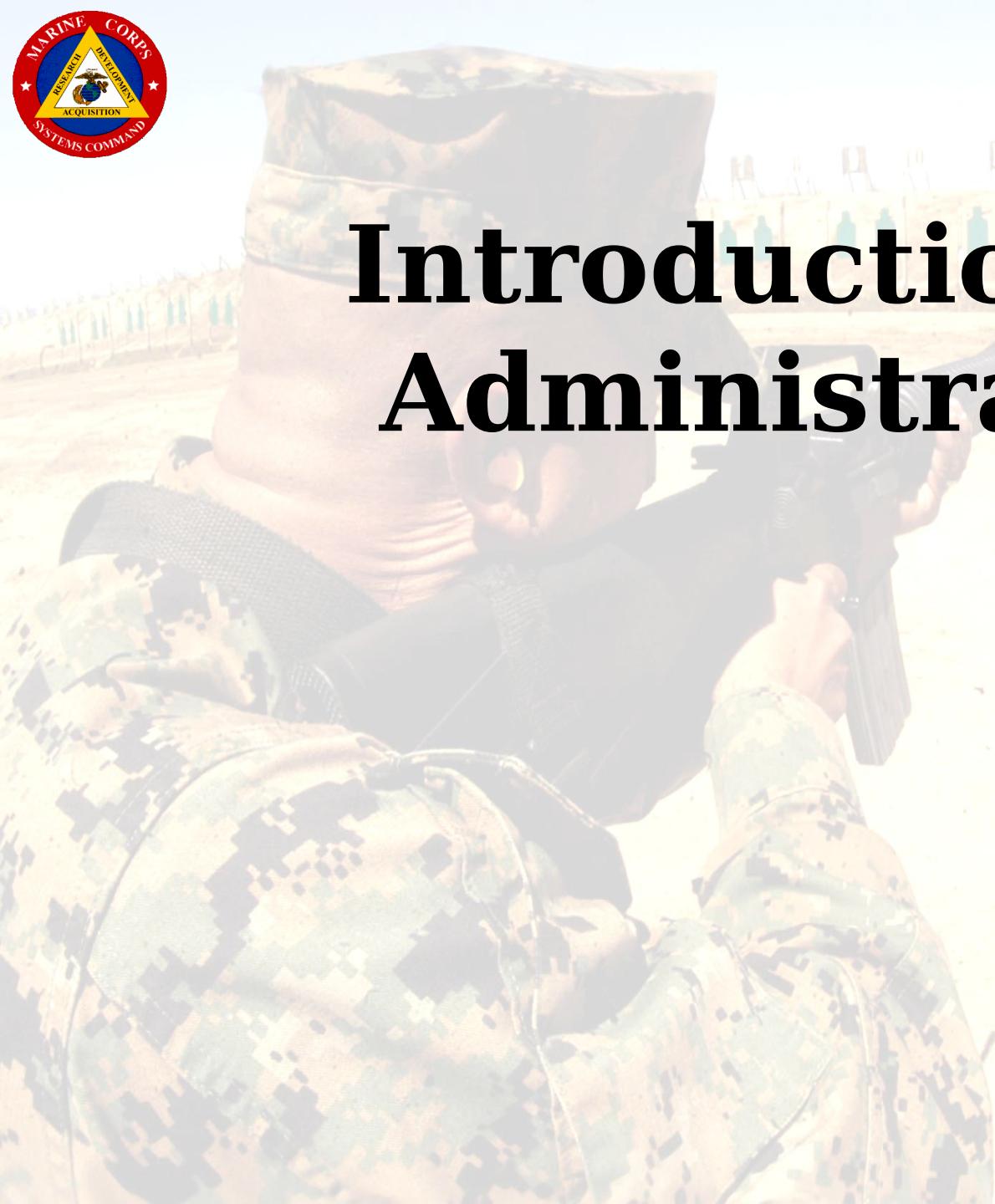
U.S. Marine Corps Program Management for Training Systems (PMTRASYS) ORLANDO, FLORIDA



Research
Parkway
Partnership III



Introductions & Administrative





AGENDA

- **Introductions & Administrative Overview**
- **Statement of Work**
- **Proposed Acquisition Strategy**
- **RFP Structure**
- **Proposal Requirements (Section L of RFP)**
- **Evaluation Factors (Section M of RFP)**
- **Award Schedule**



OVERVIEW

- **Provide Industry with information about the Government's approach, requirements and Draft RFP.**



PROCUREMENT INTEGRITY RULES

- All information released by E-mail and during this conference is to be considered “Draft” and “For Information Only”.

- Government Source Selection Plan and Proposal Evaluation Procedures will not be discussed. All evaluation criteria are in Draft RFP - Section M.



PROCUREMENT INTEGRITY RULES

- **Industry attendees shall not attempt to engage individual Government personnel in private discussions. NO phone calls will be accepted by Government personnel after the pre-solicitation conference, only emails.**

- **Any questions or comments relative to this presentation shall be submitted in writing to the Procuring Contracting Officer (PCO), Contract Specialist and Project Officer .**



PROPOSED ACQUISITION STRATEGY

- FAR 19.501(e) Contracting Officer's determination to or not to set aside this effort for Small Business?
- Market Survey
- Standard Industrial Classification
 - SIC 8744 - Facilities Support Management Services - \$5.011 mil
 - EXCEPTION - Base Maintenance - \$20.012 mil
- North American Industry Classification System
 - NAICS 561210 - Facilities Support Services - \$35.5 mil





PROPOSED ACQUISITION STRATEGY

- **A Firm Fixed-Price (FFP) Contract with Cost-Reimbursable CLINs for Travel and Relocation**
- **Over & Above will only be used to support outside activities as required after approval by the Project Officer and authorization by the PCO.**
- **Full and Open Competition**



PROPOSED ACQUISITION STRATEGY

- **100% Small Business Set-Aside for Prime Contractor**
- **Award to offeror who provides the “best value,” taking into consideration non-price factors for determination of acceptability.**
- **Government reserves the right to award without discussions.**
- **Government intends to award a single contract.**



RFP STRUCTURE

Section B:

- Offerors to provide Monthly FFP for each line item, inclusive of all options.
- Only items that do not require a price are Travel, Over & Above and items designated as Not Separately Priced (NSP), To Be Determined (TBD) or Not To Exceed (NTE).



RFP STRUCTURE (*Cont'd*)

Section C

- Technical Proposals and any amendments/addenda fully incorporated in contract as a “Specification” per FAR 52.215-8 Order of Precedence - Uniform Contract Format



RFP STRUCTURE (Cont'd)

Sections D & E : Uniform Contract Format

Section F: Contract Performance

- **Period of Performance**
 - three years, one basic and two option years beginning on 1 June 2012 - 31 May 2013.
 - mobilization shall begin on 11 May 2012 to 1 June 2012.



Evil never ceases to conspire... **Marines** stay one step ahead.



RFP STRUCTURE (Cont'd)

Section G : Contract Administration

- Invoices submitted via Wide Area Work Flow (WAWF)
- Authorized changes only by the Contracting Officer
- COR/ACOR/COTR Designations

Section H: Special Contract Requirements

Section I: Contract Clauses



RFP STRUCTURE (Cont'd)

Section J: Attachments

- Statement of Work (SOW) with Appendix A
- Contract Data Requirements List (CDRLs)
- CDRL Addresses List
- SOFA Agreement
- Map & Directions
- Solicitation Question & Answer Form



RFP STRUCTURE (Cont'd)

Section K: Representations and Certifications

- Shall be completed and submitted as part of Volume I of your proposal.



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP

Section L: Instructions To Bidders

- **Pre-Proposal Conferences 23 Aug 2011 (Section L.4)**
- **Technical/Management Proposal (75 page limit, not including resumes)**
- **Price/Administrative Proposal: Price - Section B Spreadsheet, Administrative - past Performance Information**
- **Full Proposals Due NLT 1400 EST, Monday, 28 Nov 2011**



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP (cont'd)

Proposal Content and Format (Sections L.13 and L.14)

- Each Proposal Volume is to include:
 - Cover>Title Page
 - Table of Contents
 - Proposal Volume I is to also include:
 - Cross-Reference Matrix



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP (cont'd)

Volume I - Technical/Management Proposal (L.15.1):

- Factor 1 Technical/Management Approach
- Subfactor 1 Technical -Recognition and Understanding - demonstrate ability to perform the technical requirements.
- Subfactor 2 Management



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP (cont'd)

Volume II - Price Proposal (L.15.2):

- Factor 2 Price/Administrative;
- Price:
- Fully completed Section B
- Enter “NC” for any items at No Charge. Do not leave blanks.
- Total proposed dollar amount, inclusive of base and all options.



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP (cont'd)

Volume II - Price Proposal (L.15.2) cont'd:

- **Factor 2 Price/Administrative;**
Administrative:
- **Listing of current (active), similar Government prime and major subcontracts and information on contracts completed or terminated in past 12 months.**
- **Listing of subcontractors that shall be utilized, including percentage of effort.**
- **Acceptance of the RFP**
- **All applicable completed Sections A - K**



PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP (cont'd)

Administrative (cont'd):

- Exceptions or conditions summary
- Offeror Representatives, including Quality Assurance
- Government Agency Information including local DCMA and DCAA.
- Brief Corporate History
- Corporate Organizational Diagram



EVALUATION FACTORS SECTION M OF THE RFP

Section M: Evaluation Factors for Award

- **General (Section M.2) Award shall be made to the responsible offeror whose proposal represents the best value tradeoff offer (M.2)**
- **Basis for Award(Section M.3)
Technical Adjectival Ratings;**
 - Outstanding
 - Good
 - Acceptable
 - Marginal
 - Unacceptable



EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)

Technical Evaluations - Factor 1 Technical/Management

- **Subfactor 1 Technical Approach/Recognition & Understanding of Service Requirement**
 - i. Personnel qualifications and personnel resource allocation.
 - ii. Curriculum/POI support.
 - iii. Network operating systems/applications support.
 - iv. Development and update of lesson plans (IAW) USMC Systems Approach to Training (SAT) User's Guide.
 - v. Functional, technical, instructional, event support, technical documentation support and support of USMC operational training and education technologies.
 - vi. Training event support.
 - vii. Simulation systems support.



EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)

Technical Evaluations - Factor 1

Technical/Management

Subfactor 2 Management

The Government will evaluate the offeror's proposed Program Management Plan on how well it describes:

- i. Organization, interfaces, and WBS.**
- ii The Communication Plan**
- iii. Resource allocations and training fluctuations**
- iv. Workforce stability, training and experience and addition/replacement of personnel**
- v. Productivity, quality and cost/performance**
- vi. Protection and control of data and documentation**



EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)

Technical Evaluations - Factor 1

Technical/Management

Subfactor 2 Management (continued)

- vii. Subcontractor management plan**
- viii. Quality workforce with proper skill mix/Resumes**



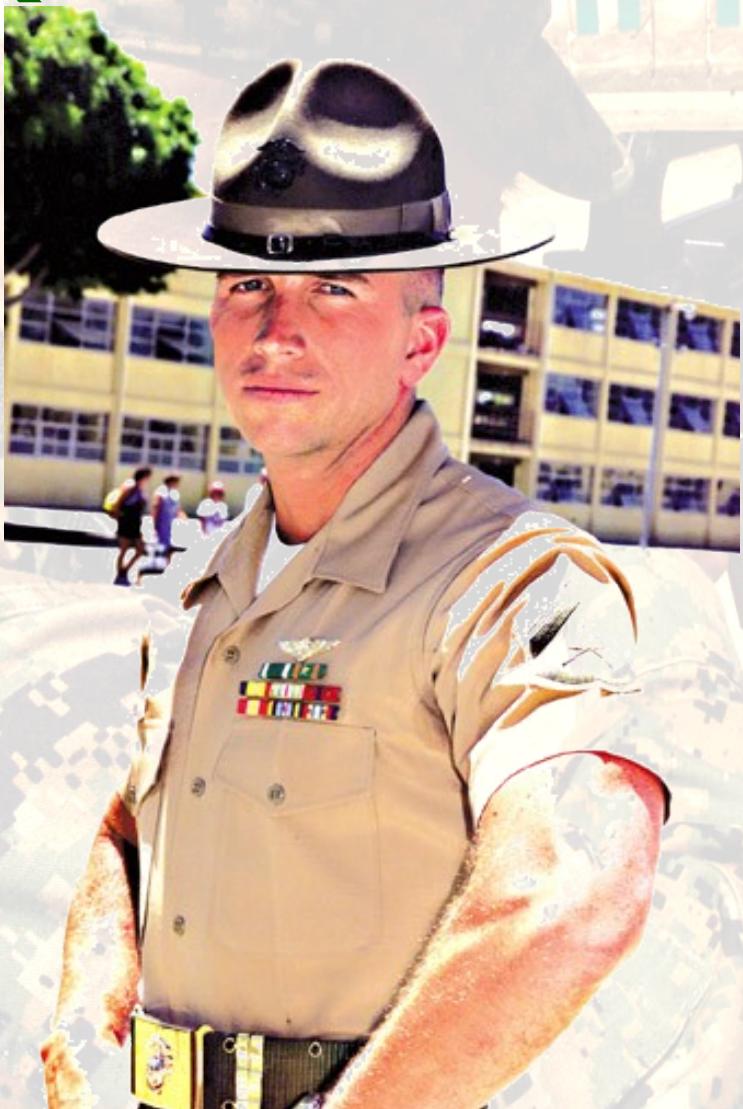
Security Cooperation Training Contract

AWARD SCHEDULE



Post Sources Sought	3 August 2011
Post Draft RFP	5 August 2011
Site Visit Presolicitation Conference	23 August 2011
Industry Comments Due (Questions & Answers)	28 November 2011
Post Final RFP	25 October 2011
Proposals Due	28 Nov 2011
Proposal Evaluations	29 Nov - 22 Dec 2011
Legal, SSA, Contract Actions	14 Mar 2012 - 13 April 2012
Contract Award	3 May 2012
Mobilization - New Contract (30 days)	11 May 2012 - 1 June 2012
Current Contract Expires	31 December 2011

QUESTIONS ???





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Project Manager

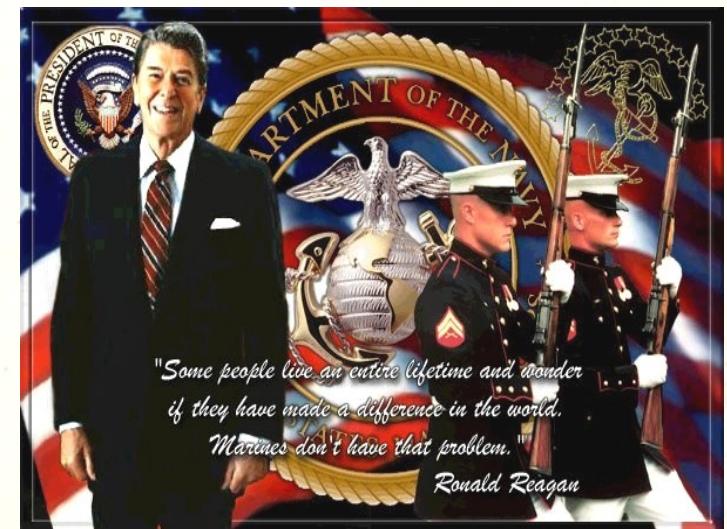
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Highlights & SOW Issues